

## “Listen for” Quick Reference

Clients come to a coaching conversation and, most of the time, present a situation in the form of a story. It is your place to listen, and as you do, clues will begin to come forward. This quick reference is offered to assist you in seeking to understand what the speaker is expressing. It can be used to prepare for a conversation, take notes during a conversation, or reflect on the conversation after it's over.

What the person wants	
The words they use	
Their emotions	
Their energy	
What is already working	
Contradictions	
Metaphors	
The story and the client's role in the story	
What's unspoken	